

## Business Diplomat

## Manager Must Carefully Study Human Nature

By P. EVAN JONES



THE manager of every up-to-date cafe is a diplomat. He has to be. Otherwise he could not fill the position satisfactorily. He has to know people and how to deal with all classes, including his waiters. He must never forget the face of anyone to whom he has spoken; but because he does not forget he must not think—nor does he—that all those whom he remembers care to have him speak. Here is where his diplomacy comes mostly into play.

There is the man fond of display who comes into the restaurant with a party of friends. He enters with the air of nothing less than a proprietor, addresses the waiter condescendingly by what may or may not happen to be his Christian name, and looks around with an inflated and "Well, well, I'm here, and it's time for somebody-else-to-notice-me" expression.

The manager, if he is the man for the place, comes up just at this juncture. He bows at just the correct angle and murmurs a respectful greeting, followed by earnest remarks on the following order:

"Is everything all right? The waiter is attending properly to you, I trust? How's the steak? I'm glad. If there is any difficulty about anything or you are not perfectly suited, Mr. So-and-So, I will esteem it a favor if you will send for me."

Another man comes in who, while not a particular friend of the manager, still is well known to him. This man is with a woman the manager never has seen before. Slowly the manager passes the table, his mobile face a blank but ready to break into pleased recognition at a moment's notice. His practiced eye moves, without seeming to move, over the faces of the two at the table, and he continues his walk, his face still a blank, for he has seen that the man, for some reason or other, does not care to be recognized.

The urbane and carefully groomed man who treads his allotted aisles in the department stores also is a diplomat. His manner runs the gamut from boss to society man. With the employees his manner is terse and businesslike to the extreme, yet, if he is wise, modified by kindness, for it never pays to be unpopular, and no one knows this better than the floor-walker.

With the patrons of the store he is obsequious, noncommittal, or quietly helpful—it all depends on whom he is dealing with.

The loan shark is a diplomat. Meeting him in his office for the first time, one wonders how in the world anybody could have been so unkind as to have applied the word "shark" to him. The impression one gets is of a kindly gentleman, greatly wronged. He tells you that he has been. He says:

"We are greatly maligned. We are assaulted by those who have not played square with us. We have entered into bargains with people who have had no intention of keeping their compact with us. When we insist then they raise their cry of 'Shark! Shark!' never taking into consideration the fact that they knew what they were doing, that they were of sane mind and clear understanding when they walked into our office the first time and begged us to aid them."

He looks at you with sad eyes. You only meant to borrow \$10, but he is such a reliable appearing individual, and you really need more. Besides, you want to show him that you believe in him, and so you borrow fifty.

All successful newspaper men are diplomats. Usually every story in your daily paper represents a stroke of diplomacy. Otherwise the news could not have been procured. The story that appears in cold, black print is a story within a story, and oftentimes the story of how the story was procured is of much more interest than the article in the paper.

The newspaper man is detective, brother, father, friend—anything or everything—because he is a diplomat in the most subtle meaning of the word.

an essential and the excessively low necks, which were worn on the streets, are no longer worn at all.

We may seemingly be becoming more immodest, just as a reaction from the costumes which have been worn previously, but in reality the fashion of dress is just following the natural law of evolution, which it has since the history of dress began.

## Fashion of Dress Follows Natural Law

By CAROLINE FIELDING

It is somewhat of an exaggeration to say that women's gowns are becoming more and more immodest. As a matter of fact I think that most of the fashions of today are but modified copies of an older period. Almost all of the present styles are named after styles in vogue during the reign of Louis XV.

That we are not exaggerating them to the degree that the women of that period did shows that women are gradually growing more sensible.

The style of the figure has changed, for one thing. The tiny waist is no longer worn at all.

Superintendent Rogers of the Chicago municipal lodging house says the baths go begging, that tramps avoid water and he cannot explain the reason. He declares that men will wait until the beds are full rather than be forced under a shower.

For those who know it would be easy to show the cause of trampdom's aversion to cleanliness. "Mankind is the product of environment," and "Life is a struggle."

These proverbs explain the whole story. A struggle is going on all the time with "micro-organisms" (living dirt), which is antagonistic to human life and achievement.

Cleanliness, real, thorough cleanliness, is the one thing needed to remove the majority of bacilli antagonistic to mankind and thereby encourage the defenders of the body to fight on and do something worth while.

Those who do not realize the fact that the closest surroundings—the skin, clothing, home—must be kept free from antagonistic forces by real cleanliness will sink lower and lower.

Progressive civilization will enforce modern thorough cleanliness, the kind which comes nearer to "godliness" than the tramp does.

## CORN ON DRY FARM

### Conservation of Rainfall Is Key to Success.

Enough Live Stock Should Be Kept to Pay Most of Farm Expenses in Semi-Arid Regions—Hay and Pasture Short.

In all dry farming areas the conservation of the rainfall in the soil where it becomes available to growing crops is the keystone of successful agriculture, writes W. R. Porter in the Farm, Stock and Home.

This is generally done by the cultivation of the soil during the entire growing season. If no crop is produced on the land this operation is called summer fallow or summer culture. Over most of the dry farming area nearly if not as good grain crops can be grown following a cultivated crop as after the summer fallowed land.

When the bare fallow system is used a whole year elapses without any returns either on the investment or for the labor performed. If a cultivated crop can be grown with as good crops following it should more than pay its expense, which will consist of seed, planting and harvesting; the cultivation would have to be done anyway, so this would not be counted against the cost of production of a crop of corn. Corn is pre-eminently this crop, first, because it produces an abundance of cheap feed; second, it shades the soil during the excessively hot days of July and August, thereby preventing loss of soil fertility, and third, a corn field has a cooling influence on the winds that blow across it. This may have a very beneficial effect on surrounding crops when the temperature is near the 100 degree mark.

On most farms in the dry farming area enough live stock should be kept to pay most of the running expenses of the farm. Hay and pasture are very short in such areas and consequently too dear for cheap live stock production. Enough corn should be grown to supply, first, the work horses with roughage during the winter if not the working season; second, to supplement the pastures of the summer and fall as a soiling crop or in the form of ensilage and to from the bulk of their winter ration; third, to supply the sheep and hogs a cheap fattening food for finishing them off in the fall.

The first essential to corn culture on the dry farms is live stock, for without such there is no way of utilizing the corn crop, but if live stock are kept feed must be had, the corn crop can be converted into beef, pork, mutton, wool, butter and eggs, commodities that can always be converted into cash or its equivalent. The by-product of live stock (manure) should go back onto the land to replenish the diminishing supply of humus and fertilizing elements so essential to large yields.

The second essential to corn culture is a conviction that it will pay to grow live stock on the corn crop produced and a determination to grow corn as their chief feed in spite of adverse circumstances. In order to be successful in growing corn on a dry farm the selection of the proper variety is essential. In western North Dakota and eastern Montana Squaw, Gehu, Mercer, King Philip and Triumph will probably prove the best flint varieties, while Golden dent and North-western dent will probably prove the best dent varieties. Good seed is very important. It should always germinate strong and 95 per cent. or better.

The time to seed is from the tenth to the fifteenth of May in a well prepared seed bed which has been manured and plowed the fall before and which has been harrowed at intervals from the time the soil had thawed out in the spring until the time of seeding. Thorough cultivation is very important as it warms the soil, decreases evaporation of soil water, and forces the corn ahead very rapidly. On the dry farms the corn should be cultivated after every rain as soon as possible in order to bottle all water possible in the soil. As soon as the corn is cut the land should be disked lightly but it should not be plowed. Should any heavy soaking rains come after this in the fall the land should again be harrowed. In the spring wheat should be sown as early as possible but very rarely should the corn land be plowed before seeding wheat.

### Two Sets of Nests.

It is a good plan to have two sets of nest boxes easily moved, not attached to the building in any way. While one set is being used the other, having been cleaned and painted with some insecticide, is exposed to the sun, wind and rain. When it comes time to change the nests in the house are brought out and treated in the same fashion. The clean ones filled with nesting material are placed in the house.

### White Specks in Butter.

White specks in butter are caused by particles of casein in over-soured cream, or by particles of dried cream in cases where cream is raised by gravity process and is exposed to currents of air. They are not often troublesome except in winter.

### Japan Interested.

Much of Formosa must be farmed according to dry farming methods. The dry farming congress has been requested to send literature and reports to Japan for the consideration of the government.

## PAY ATTENTION TO DETAILS

Fields Must Be Handled Differently During Very Dry Seasons Than When Rain Is Plentiful.

Those sections that have actually suffered from a surplus of water, unless the farms were properly under-drained, will have an experience during the dry seasons that will lead them to pay attention to the details of what is called dry farming. Let no one be unduly fearful because of the results which will follow from the dry seasons. As we have noted above, these seasons are favorable to the doing of some very important things. They are particularly good in that the grain which we grow will be free from rust and the straw will be as bright as can be desired, but we must handle our fields differently during these seasons than during those where we have abundant and sometimes more than abundant rains. Briefly we will state that we will plow with much care, says the Dakota Farmer. We will plow as early as possible after harvest or else use a packer so as to establish a reasonable degree of solidity in the plowed field. We will not sow broadcast but use a drill and in some cases it will be very desirable to use some form of a press drill. We will drag the grain as well as the corn. We will drag the corn longer than we do the grain fields because the grain will sooner cover the ground by its growth and so shading it will prevent the escape of moisture. The dryer the season the more thoroughly we will cultivate this corn with the surface cultivator and continue that cultivation later than ordinarily. We can use a single horse cultivator with surface blades and while the dust will rise and the ground will appear to be like ash heaps, still beneath that looseness of dry earth there will be maintained a reasonable degree of that moisture that is absolutely essential to the growth of the corn plant. Let us take comfort that under these dry farming conditions and dry weather periods, we will not have rust on our potatoes but some of the best crops of this kind will be grown during these seasons. We can have a reasonable degree of size in the potato, but better than all this we will have the high quality of potato that is rarely ever grown when the seasons of abundant rains maintain.

## GET AFTER MOISTURE EARLY

Every Move Made This Spring Should Be With Idea That No Rain Would Fall Till July.

Every move made with the soil this spring, whether in field or garden, should be done with the same carefulness that would be exercised if we knew there would not be another drop of rain till July. If this is done, whether we have a moist or a very dry growing season, we shall have a good garden and fair crops.

By harrowing closely after every particle of spring plowing or disking, by passing a heavy roller over all too loose soils and following with a fine harrow, this can be done on a large and surely paying scale.

In the garden do the same, and in addition, after any shower and once or twice a week, shower or no shower, pass an iron or steel rake over the slightly hardened surface between the rows and hills close up to the plants. Should ample moisture come—and the chances are about even many springs that it will not—all the extra tillage and firming of the soil will be well paid for in other ways than by retaining the moisture, and should the spring prove one of the old time very dry ones, it may mean a crop or garden.

## FARM NOTES.

In trying alfalfa start with an acre. A good lawn makes a home attractive.

Kentucky blue grass makes a very pretty lawn.

Alfalfa is cut for hay when it first begins to bloom.

A good rotation: Clover, wheat, corn, flax, wheat.

Celery is best grown from seed planted in the hotbed.

The best alfalfa or clover seed to sow is that which is northern grown.

For fall feed mix two pounds per acre of dwarf Essex rape with the grain.

Start the garden by sowing beans, lettuce, peas, radishes, and spinach in a hotbed.

As soon as the soil can be worked in the garden sow the smooth, early varieties of peas.

For early rhubarb, put a headless barrel over a root of the plant, and pile fresh horse manure around it.

Roll the lawn to firm the soil about the grass roots. The top soil has been loosened by the heaving of the frost.

Not only for reclaiming worn-out land, but for bringing that in fair condition into a higher state of fertility, green manuring is at once efficient and cheap.

Head lettuce will grow best in a well drained, light clay soil, slightly mixed with sand. The soil should be full of humus and heavily manured with well-rotted stable fertilizer.

Clover and the other legumes, which come in the ordinary rotation of crops, not only supply humus but add nitrogen gathered from the air by the bacteria resident in their root nodules.

The raised bed must be tended by hand, and it dries out too fast in dry weather. Make all beds level with the surface of the ground to save moisture and make the work of tending them easier.

## SEA'S BURIED GOLD

CHANCE OF LOST TREASURE HUNTING NOT ALL FICTION.

Millions Hidden Under Ocean—Some Has Been Recovered, but Much Remains to Be Found—Case of John Phipps.

Boston.—Not all the tales of vast treasures buried deep under the sea are evolved in the minds of novelists. Robert Louis Stevenson and a dozen other writers have made such stories famous, but there have been men, real men, who have profited by secrets of buried gold, real gold. In fact, some of the real stories of lost and recovered treasure can give points to romance and beat it with ease.

The successful adventures of John Phipps are a case in point. Phipps, who had been a ship's carpenter, towards the end of the seventeenth century, spent years trying to convince various peers that there lay a vast Spanish treasure under the sea off Hispaniola. At last, the Duke of Albemarle lent him a ship, with the result that, after a year of adventure Phipps returned to England, bringing with him recovered treasure worth \$1,000,000.

Phipps' welcome when he returned to England with this freight resulted, through the influence of the Duke of Albemarle, who shared his treasure, in knighthood and an appointment as governor of Massachusetts.

Ever since the time of Phipps, the search for gold has gone on. However, although centuries have passed, many a million still lies on the bottom of the ocean, and it may continue there centuries longer.

Perhaps the most valuable sunken treasure in the world is now lying at the bottom of Vigo bay. The Spanish, in 1702, to avoid capture, scuttled their largest ships laden with treasure, the harvest of four years' looting in Mexico. The treasure, in gold, silver and precious stones, is estimated to be worth \$10,000,000.

On one of the islands of the Leeward group in the West Indies, either Marie Galanti or Descada La Fitte, a French pirate of 100 years ago, buried gold and specie to the value of \$1,000,000.

Among the other treasures of the ocean is the wreck of the Black



Laden With Treasure.

Prince, which lies at the bottom of the sea off Sevastopol. The Black Prince was dispatched to Sevastopol with a general cargo for the army and \$500,000 as service pay. It was sunk the day of its arrival by Russian gun fire, and went down with its cargo and treasure, none of which has ever been recovered. Another English vessel containing a large amount in specie is the East Indianman Grosvenor, now lying under water off St. John's, Cape Colony.

As an amusing instance of the way in which lost treasure can grow by rumor, Captain Kidd's hoard is instructive. When Kidd was hanged in London in May, 1701, a shipmate of Kidd's said that the captain had hidden about \$1,500 worth of plate and coin, which he had not been able to recover. From this small beginning sprang the innumerable stories of Captain Kidd's hoards, the last of which placed the amount at \$5,000,000.

### Find \$1,250,000 in Old House.

London.—Treasure trove to the value of \$1,250,000 is reported from Jersey, where it was uncovered by Athelstan Riley while he was pulling down the ruins of an old manor house built in the thirteenth century with the object of using the stone to enlarge his present manor.

The discovery includes ancient urns filled with spade guineas bearing the British arms on a spade-shaped shield. One urn bears the monogram of Emperor Vespasian, the Roman who flourished in the first century.

### Boy Travels 10,000 Miles.

Aitchison, Kan.—Howard, son of Major and Mrs. Horace D. Bloombergh, who arrived in Aitchison with his mother the other day, since his birth, seven weeks ago, has traveled ten thousand miles. He came from Manila to San Francisco on an army transport. He is believed to be the greatest traveled baby of his age in the United States.



## SOLD THE WORLD OVER

PE-RU-NA THE GREAT TONIC

## IN OBEDIENCE TO ORDERS

French Boy Caused Merriment by Taking the Order of the Court Too Literally.

A droll incident is reported as having taken place in one of the provincial appeal courts in France. A boy, about fourteen, was summoned to give evidence, and his appearance was such as to move the whole court to laughter. He wore a long redingote, peculiar to the Basque country, and immense boots. His trousers, collar and hat were unquestionably those of a man. The court was convulsed, and the president asked the boy how he dared to treat the court in such a manner. The boy seemed as surprised as the president, and taking out the citation from his pocket, read the formula inviting him, "Comparez dans les affaires de son pere." (To appear in his father's suit.)

### Crippled by Tuberculosis.

According to a recent report by Dr. Conrad Biesalski of Berlin, there are 75,000 cripples in the German empire out of a population of 69,500,000. Over 50,000 of the cripples are in need of proper treatment. Doctor Biesalski states that in 15 per cent of the cripples examined, their deformity was due to tuberculosis of the bones and joints, and that there were 10,000 such children in great need of medical treatment. He advocates the establishment of seaside sanatoria for this latter class of cripples.

### Need of the Agriculturist.

"Here I am," said the returned wanderer, "back with the fortune I said I would make and ready to pay the mortgage off the farm!" "Ef that ain't hard luck!" exclaimed the father. "As times are goin' now that mortgage ain't botherin' nobody. I'd a heap ruther have seen you broke an' ready to do regular work for wages."

Deaths From Wild Beasts in India. Wild beasts and snakes were the cause of 21,904 deaths in India in 1908. Tigers killed 300 people, leopards 302, wolves 263, other wild animals 686, and snakes 19,738, while 17,926 wild animals and 70,494 snakes were destroyed.

Health is the greatest of all possessions, and 'tis a maxim with me that a hale cobbler is a better man than a sick king.—Bickerstaff.

The errors of a great mind are more edifying than the truths of a little.—Borne.

### COFFEE CONGESTION Causes a Variety of Ails.

A happy old lady in Wisconsin says:

"During the time I was a coffee drinker I was subject to sick headaches, sometimes lasting 2 or 3 days, totally unfitting me for anything."

To this affliction was added, some years ago, a trouble with my heart that was very painful, accompanied by a smothering sensation and faintness.

"Dyspepsia, also, came to make life harder to bear. I took all sorts of patent medicines but none of them helped me for any length of time."

"The doctors frequently told me that coffee was not good for me; but without coffee I felt as if I had no breakfast. I finally decided about 3 years ago to abandon the use of coffee entirely, and as I had read a great deal about Postum I concluded to try that for a breakfast beverage."

"I liked the taste of it and was particularly pleased to notice that it did not 'come up' as coffee used to. The bad spells with my heart grew less and less frequent, and finally ceased altogether, and I have not had an attack of sick headache for more than a year. My digestion is good, too, and I am thankful that I am once more a healthy woman. I know my wonderful restoration to health came from quitting coffee and using Postum."

Name given by the Postum Co., Battle Creek, Mich.

"There's a reason," and it is this. Coffee has a direct action on the liver with some people, and causes partial congestion of that organ preventing the natural outlet of the secretions. Then may follow biliousness, yellow skin, headaches, constipation and finally a change of the blood corpuscles and nervous prostration."

Read the little book, "The Road to Wellville," in pkgs. "There's a Reason."

Ever read the above letter? A new one appears from time to time. They are genuine, true, and full of human interest.